



MINNESOTA ELECTRICAL PRODUCT SUPPLIERS INDUSTRY CREDIT GROUP

Sponsored and Administered by the Business Credit Management Association – Wisconsin Credit Association
Leaders in Administration of Credit Interchange Groups

WHAT COMPANIES WILL BENEFIT FROM THIS GROUP?

This Industry Credit Group is comprised of companies within the Electrical Products Suppliers Industry selling to common customers. Member companies not only benefit from the exchange of current factual payment information, they also have an opportunity to network with their industry peers on credit and collection techniques and procedures, as well as industry trends. The Minnesota Electrical Product Suppliers Group Members are typically wholesalers and/or distributors of:

- Electrical apparatus and equipment
- Wiring Supplies
- Electrical transmission products
- Lighting fixtures
- Plumbing & Hydronic heating supplies
- Electrical fittings & construction material
- Industries supplies
- All other electrical, apparatus, cable, alarms, & supplies

WHAT ACCOUNTS ARE DISCUSSED IN THIS GROUP AND WHOM WILL I RECEIVE TRADE INFORMATION ABOUT?

Members will discuss credit worthiness and payment habits of subjects of mutual interest in a diverse group of suppliers servicing the industry in Minnesota, Wisconsin, South Dakota, North Dakota, Iowa, and Nebraska. Although other types of subjects will be discussed, this Group's primary customer base includes:

- Electrical contractors
- General & industrial building contractors
- Special trade contractors
- Engineering & architectural service providers
- Job Plumbing, heating, air conditioning contractors
- Building & industrial companies

FOR MORE INFORMATION CONTACT

Wayne J. Crosby, Group Administrator
BCMA – Wisconsin Credit Association
PO Box 510157 • New Berlin WI 53151
(262) 289-1224 x224
waynec@wcacredit.org • www.wcacredit.org

A FORUM FOR CREDIT PROFESSIONALS

Its purpose to share accounts receivable information that is of common interest to the group members, plus

- ▶ Network with peers on industry and credit related topics, concerns, and solutions
- ▶ An exchange of factual payment experience shared by creditors selling to mutual customers
- ▶ Develop customer reports developed for use in evaluation of customers' trends, payment history and credit worthiness
- ▶ Established network of your peers, priority referencing with confidence
- ▶ Priority 24-7 access to online Internet based group and credit reports for referencing instantaneously your customers' payment experience
- ▶ Meetings and the exchange of information strictly monitored by an association professional who conscientiously observes and adheres to antitrust laws concerning credit group business

You cannot afford to be left alone in your industry without the assistance a Group provides! Your decisions are an integral part of your company's profitability. Groups have proven themselves to be an effective management tool, a sophisticated and dynamic source for confidential, reliable and invaluable information to aid in your credit decisions!

Monthly meeting held in Brooklyn Park, MN